



THE FEDERAL SMALL BUSINESS

SUMMIT

NEW MEXICO STATE UNIVERSITY

Doing Business with the Department of Veterans Affairs

Presented by:

Ruby B. Harvey, Executive Director
VA Office of Small and Disadvantaged Business Utilization
August 15, 2019

VA MISSION

To fulfill President Lincoln's
promise

"To care for him who shall have borne the battle, and
for his widow, and his orphan" by serving and
honoring the men and women who are America's
Veterans."

VA OSDBU LEADERSHIP



Executive Director

Ruby B. Harvey

- More than 25 years of acquisition, program management, finance, training, information technology experience
- Served as Chancellor of the VA Acquisition Academy (VAAA), where she directed and oversaw the training of VA's acquisition workforce
- Earned her Bachelor of Science degree in Finance from **Jackson State University**, Master of Science degree in Information and Telecommunications Systems from John Hopkins University
- Completed post-graduate studies in Electronic Commerce at John Hopkins University
- Graduated from the Federal Executive Institute
- 2018 recipient of the first annual Excellence in Innovation and Competitiveness Award (EICA) from the White House Initiative on HBCUs

OSDBU MISSION AND PROGRAM AREAS

Mission

Support the Secretary’s priorities by enabling Veterans to gain access to economic opportunities by developing policies and programs, informed by customer feedback, that improve market research, increase direct access, and maximize the participation of procurement ready Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) in federal contracting.

OSDBU Programs				
Verification	Direct Access	Strategic Outreach and Communications	Procurement Review	Program Support

OSDBU CORE CAPABILITIES

- Verify SDVOSBs and VOSBs to facilitate their participation in the Veterans First Contracting Program.
- Provide opportunities for small businesses to engage with and access Procurement Decision Makers.
- Offer training and informational resources on procurement readiness and doing business with VA.
- Advise VA contracting and program staff on procurement strategies that maximize opportunities for small businesses, especially SDVOSBs and VOSBs.

VA SMALL BUSINESS PERFORMANCE

VA provides procurement opportunities for all small businesses including Historically Underutilized Business Zones (HUBZones).

Source: Federal Procurement Data System.
Fiscal Year 2018 data reported as of February 7, 2019.
Fiscal Year 2019 YTD data reported as of July 23, 2019.

	Federal Goal	VA Goal	VA Achievement	VA Dollars (billions)		Federal Goal	VA Goal	VA Achievement	VA Dollars (billions)
			2019 (YTD)	2019 (YTD)				2018	2018
All small business	23%	29.6%	32.1%	\$5.313	<div>+5% increase in SDVOSB and VOSB goals in Fiscal Year (FY) 2019</div>	23%	28.5%	30.6%	\$8.280
SDVOSB	3.0%	15.0%	22.6%	\$3.746		3.0%	10.0%	21.3%	\$5.768
VOSB	N/A	17.0%	23.7%	\$3.92		N/A	12.0%	22.2%	\$6.026
Small Disadvantaged Business (SDB) – includes 8(a)	5.0%	5.0%	9.9%	\$1.642		5.0%	5.0%	9.0%	\$2.428
Women-Owned Small Business (WOSB)	5.0%	5.0%	3.5%	\$0.584		5.0%	5.0%	2.6%	\$0.693
Historically Underutilized Business Zone (HUBZone)	3.0%	3.0%	2.8%	\$0.461		3.0%	3.0%	2.2%	\$0.595

FISCAL YEAR 2019

TOP 10 VA SMALL BUSINESS OPPORTUNITIES

NAICS Codes	DESCRIPTION	SPENDING YEAR TO DATE (YTD)	PERCENTAGE YEAR TO DATE (YTD)
325412	Pharmaceutical Preparation Manufacturing	\$2.99B	17.67%
621111	Offices of Physicians (except Mental Health Specialists)	\$2.20 B	13.04%
541512	Computer Systems Design Services	\$1.68B	9.92%
541519	Other Computer Related Services	\$1.17B	6.94%
236220	Commercial and Institutional Building Construction	\$884.09M	5.23%
339112	Surgical and Medical Instrument Manufacturing	\$726.34M	4.30%
334517	Irradiation Apparatus Manufacturing	\$439.60M	2.60%
339113	Surgical Appliance and Supplies Manufacturing	\$427.24M	2.53%
621492	Kidney Dialysis Centers	\$328.10M	1.94%
623110	Nursing Care Facilities	\$300.10M	1.78%

USEFUL LINKS

- VA Office of Small and Disadvantaged Business Utilization
 - <http://www.va.gov/osdbu/>
- Doing Business with VA Resources
 - <http://www.va.gov/osdbu/library/dbwva.asp>
- Education and Training
 - <https://www.va.gov/osdbu/outreach/soc/training.asp>
- Direct Access Program Events
 - <https://dapevents.mbmapp.com/>
- VA Verification
 - <https://www.vip.vetbiz.va.gov>
- Veteran Entrepreneur Portal
 - <http://www.va.gov/osdbu/entrepreneur/>



STAY CONNECTED WITH OSDBU

OSDBU Help Desk:

- Phone: 1-866–584–2344
- Email: osdbu@va.gov
- Hours: 8 a.m. – 6 p.m. (Eastern Time)

OSDBU Website: <https://www.va.gov/osdbu/>



Social Media:

- Twitter: <https://twitter.com/VAVetBiz>
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